

Message Text

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ORIGIN SS-25

INFO OCT-01 ISO-00 SSO-00 /026 R

DRAFTED BY EUR/RPM:JAFROEBE,JR:MEM
APPROVED BY EUR:JEG;ODBY
OUSDR AND E: DR. V. GARBER
OASD/ISA:M/GEN BOWMAN
PM/ISP:JHHAWES (SUBSTANCE)
S/S-O:SRPVALERGA
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EXDIS

E.O. 11652:GDS

TAGS: MPOL, NATO, IT, OTRA

SUBJECT:TRANSATLANTIC DIALOGUE -- MAININI VISIT TO
WASHINGTON APRIL 6

REFS: A. ROME 6307
B. USNATO 3469

1. AS IT TURNED OUT IN MAININI'S DISCUSSIONS HERE APRIL 6,
HE GAVE US A BRIEF OF THE IEPG NADS' DECISION REACHED IN
ROME APRIL 3-4 (REFS A AND B) ON HOW TO RESPOND TO THE
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US-CANADIAN COUNTER-PROPOSAL ON THE TRANSATLANTIC DIALOGUE
AGENDA, AND TO GET OUR INITIAL REACTION, WITH AN EYE TO
THE CNAD MEETING APRIL 25-26. IN RESPONSE, UNDER SECRETARY
OF DEFENSE PERRY AND HIS DIRECTOR OF INTERNATIONAL PROGRAMS
AND US DEP NAD, DR. GARBER, TABLED A FOLLOW-UP PROPOSAL
WITH MAININI THAT WOULD TRY TO GET THE IEPG TO FOCUS
AGAIN ON A BROADER AGENDA. THE PERRY-GARBER PROPOSAL IS

THAT THE IEPG DEPUTY NADS (WHICH THE IEPG HAS AGREED TO ACCEPT AS THE STEERING GROUP FOR THE TAD) MEET THE DAY FOLLOWING THE CNAD MEETING APRIL 25-26 TO HEAR OUR ELABORATION OF OUR AGENDA FOR GROUP 2 (RATIONALIZATION OF RESEARCH, DEVELOPMENT AND PRODUCTION) AND GROUP 3 (INDUSTRIAL COOPERATION). MAININI SAID HE WOULD ASK THE ITALIAN NAD TO FLOAT THIS PROPOSAL WITH OTHER IEPG NADS.

2. OUR PROPOSAL PICKS UP MAININI'S INDICATION THAT SOME IEPG MEMBERS ARE GENUINELY CONFUSED AS TO WHAT WE AND CANADA HAVE PROPOSED FOR GROUPS 2 AND 3 -- THEY BELIEVE THAT WE WANT TO DISCUSS ONLY IN GENERALITIES THE UNDERLYING ECONOMIC AND POLITICAL PROBLEMS IN EQUIPMENT COLLABORATION -- COMPETITIVE VERSUS COOPERATIVE R AND D, TECHNOLOGY SHARING, THIRD-COUNTRY SALES, AND INDUSTRIAL TEAMING. THE FRENCH APPARENTLY TRIED TO EXPLOIT THIS APPREHENSION TO RALLY THE IEPG BEHIND AN AGENDA CONFINED TO MARKET OBSTACLES AND TRANSATLANTIC DEFENSE EQUIPMENT TRADE IMBALANCE. EARLIER IN THE DISCUSSION HERE, MAININI HAD ARGUED THE IEPG BRIEF FOR A NARROW AGENDA MORE STRONGLY IN TERMS OF THE IEPG'S NEED TO SPEAK WITH ONE VOICE -- MARKET OBSTACLES AND TRADE IMBALANCE ARE ALL THAT THE IEPG CAN AGREE ON AT THIS POINT. THE IEPG WOULD SWEETEN THIS, HE ADDED, WITH WILLINGNESS TO TRY TO FIND THEIR VOICE ON THE BROADER TOPICS OF GROUPS 2 AND 3 "POSSIBLY BY THE END
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OF THIS YEAR". IN THIS CONTEXT, MAININI MENTIONED THAT THE IEPG WOULD NOT BE PRODUCING THE EQUIPMENT LIST PROMISED AS ONE OF ITS FOUR AGENDA ITEMS, BUT WOULD EXPECT US TO USE THE IEPG MEMBERS' DEFENSE EQUIPMENT REPLACEMENT SCHEDULE TO SERVE THE SAME PURPOSE.

3. THE PERRY-GARBER PROPOSAL TRIES TO USE THE OPENING OF PUTATIVE IEPG MISUNDERSTANDING OF OUR PROPOSALS TO GET THE IEPG FOCUSED AGAIN ON OUR BROADER AGENDA. PERRY AND GARBER STRESSED THAT THE US APPROACH IN GROUPS 2 AND 3 WAS JUST THE OPPOSITE OF A PHILOSOPHICAL DIALOGUE THAT WOULD PRODUCE NOTHING CONCRETE. OUR APPROACH WOULD AIM AT TRANSATLANTIC AGREEMENT ON SPECIFIC WEAPONS PROJECTS -- BUT AN AGREEMENT THAT, IN ORDER TO BE EFFECTIVE, WOULD START FROM THE INITIAL STAGE OF R AND D AND BE CARRIED THROUGH ISSUES OF TECHNOLOGY SHARING, THIRD-COUNTRY SALES, AND INDUSTRIAL COOPERATION THAT MUST BE ADDRESSED ON MOST PROJECTS. AS AN EXAMPLE, DR. PERRY HELD OUT THE POSSIBILITY OF COLLABORATION ON THE NEXT GENERATION OF ANTI-TANK GUIDED MISSILES (ATGM) -- THE US AND CANADA COULD IN THE NEAR FUTURE AGREE WITH THE IEPG ON WHICH OF THE

TWO -- MEDIUM OR HEAVY ATGMS -- WOULD BE PRODUCED IN NORTH AMERICA AND WHICH IN EUROPE. THE IEPG THEN COULD PROCEED TO ORGANIZE A EUROPEAN CONSORTIUM TO DEVELOP AND PRODUCE THE EUROPEAN HALF OF THE SYSTEM, AND EACH OF US WOULD BUY THE SYSTEM PRODUCED BY THE OTHER.

4. DR. PERRY, WHO HAD JUST COME FROM CONGRESSIONAL HEARINGS, EXPANDED ON THE THEME THAT A NARROWLY-FOCUSED

DIALOGUE COULD SOUR CONGRESS ON NATO STANDARDIZATION. A DIALOGUE THAT CONCENTRATED FIRST ON PARING DOWN THE US TRADE ADVANTAGE WOULD BRING OPPOSITION FROM THE CONGRESSMEN WHOSE DISTRICTS MIGHT LOSE WEAPONS PROJECTS
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TO EUROPE. MAININI SEEMED IMPRESSED BY THIS EXPLANATION OF THE US DOMESTIC POLITICAL PROBLEM INVOLVED.

5. ADMIRAL MAININI CAME BACK TIME AND AGAIN TO THE SENSITIVITY OF HIS DISCUSSIONS HERE. HE STRESSED THAT HIS PREROGATIVES AS IEPG CHAIRMAN GAVE HIM FULL RIGHT TO BE HERE FOR THESE DISCUSSIONS (AND HE NOTED THAT HE HAD INFORMED THE FRENCH BEFOREHAND), BUT HE STILL INSISTED THAT THE FACT AND CONTENT OF THIS INFORMAL EXCHANGE BE HELD CLOSELY. (ALL ADDRESSEES PLEASE PROTECT.)

6. EMBASSY, AT AN APPROPRIATE LEVEL, SHOULD FOLLOW UP WITH ADMIRAL MAININI ON HIS AGREEMENT TO HAVE ITALIAN NAD FLOAT OUR PROPOSAL WITH OTHER IEPG NADS.

7. WE HAVE INFORMED CANADIAN EMBASSY HERE OF THE SUBSTANTIVE OUTCOME OF THE MAININI VISIT.

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